Bleak future seen for many truck dealers

By Arthur Flax
Assistant Truck Editor

LAS VEGAS.—Some big-truck dealers have become obsolete and others face the same fate, in the opinion of Stuart S. MacKay, head of MacKay & Co., a management consulting firm.

"If 40 to 50 percent of today's truck dealers survive, that's an optimistic number," he told the recent meeting here of the Truck Body & Equipment Assn. He predicted there will be fewer dealers with greater activity in the future.

MacKay thinks that the truck dealers who survive will be those who are closest to their customers.

"They will know well the customers in their area and their needs," he said.

MacKay forecast a bleak future for most truck dealers.

Knowledge has been the truck dealer's strong point, he said, but many truck customers now are more knowledgeable than the dealers.

The manner in which trucks are ordered has changed, MacKay noted.

Today, a truck buyer can follow a "menu approach" to specifying truck components, he said, leaving price as the only point of discussion between dealer and buyer.

Trucks will become more standardized, and makers will specify components to suit certain tasks, MacKay predicted.

• In Europe, MacKay noted, all trucks are standardized, and some U.S. heavy-truck makers

Continued on Page 32, Col. 3

ATA names Donohue president and CEO

LAS VEGAS. — Thomas J. Donohue has been named president and chief executive officer of American Trucking Assns. He succeeds Bennett C. Whitlock Jr., who served for nine years.

Donohue, 46, joined ATA in July as executive vice president and chief executive. Previously, Donohue was group vice president of development with the U. S. Chamber of Commerce.

Isuzu's 'KS' cab-chassis unit

A 3.9-liter, 87-HP four-cylinder diesel with direct fuel injection powers the Japanese-built Class 3 cab-chassis unit introduced in the U. S. by Isuzu Truck of America, Inc. It has a manual five-speed overdrive transmission and a GVW rating of 10,500 pounds.

Isuzu Truck offering Class 3 diesel in U. S.

By Jack Walsh
Truck Editor

LAS VEGAS. — A Japanese-built Class 3 truck designed specifically for city delivery applications is the first entry in the U. S. market from Isuzu Truck of America, Inc.

The KS22 is powered by a 3.9-liter, direct-injection four-cylinder diesel with a five-speed manual transmission. The truck has a wheelbase of 130 inches, is rated at 10,500 pounds GVW and can carry a 5,700-pound payload, including the weight of the body.

The company also is offering two chassis units for bus and RV applications. The LT111 is a rear-engine "pusher" model, and the MR111 is a front-engine "puller" unit.

Both chassis are powered by a 5.785-liter, direct-injection six-cylinder diesel coupled to an Allison AT545 four-speed automatic transmission. A turbocharged diesel will be available later, and a manual transmission also is offered.

The LT111 chassis features full air brakes, while the MR-111 has an air-over-hydraulic system. Power-assisted steering is standard in both models.

Steven M. Allen, Isuzu Truck general manager, said the KS-22, "unlike most Class 3 vehicles, brings a new heavy-duty truck-type construction to this market. Competing Ford and Chevy trucks are constructed on van frames that have been 'built up.'"

The KS22, he noted, has a reinforced ladder frame and reverse I-beam front suspension. He added that the vehicle is the only Class 3 truck with an engine exhaust brake, which is standard.

Other standard features include a parking brake that works independently off the driveshaft for maximum security, steel-belted radial tires and an AM/FM radio.

Allen said the market is ripe

Continued on Page 32, Col. 3

Output of heavies at Freightliner up 100 pct. over '83

PORTLAND, Ore. — Freightliner Corp. has announced that production of its Class 8 tractors will have doubled over 1983 levels when the company's capacity expansion program is complete in early November.

Combined output at manufacturing facilities in Mt. Holly, N. C., and Burnaby, British Columbia, and Portland will approach 100 tractors a day, the highest rate in the company's history, according to Peter E. Rupp, president.

"Freightliner's record-high output comes at a time when there is a general production cutback in the industry as a whole due to softening retail sales," Rupp commented. "With our expansion project nearly complete, Freightliner's Class 8 manufacturing capacity will have increased 30 percent compared to 1983 levels.

"It positions us to serve our customers even better and to help us meet the continued strong demand for Freightliner trucks in North America," he said. He noted that Freightliner expects sales to exceed 18,000 units in 1984, and said "we could have sold additional units had we had more production capacity available this year."

Freightliner's expansion program, which was started earlier this year at a cost in excess of $10 million, increased production capacity about equally at the Mt. Holly and Portland plants. Both facilities currently operate at over 100 percent capacity on a two-shift basis.

Stahl introduces service van

Stahl's new Utility Service Van, which is distributed to dealers through 200 truck-equipment distributors throughout the U. S., has 65 percent more storage space than a conventional van, according to the Wooster (O.) truck-body manufacturer.

truck industry news

8-month total also is second-best

August registrations are highest since '78

Registrations of new trucks of all types in the U. S. in August were the highest since 1978 and they were almost 30 percent greater than those in the same month a year ago.

In August, according to R. L. Polk & Co. statistics, 329,915 units were registered, an increase of 29.9 percent over last year's 253,939. The alltime high for the month was 396,434 in 1978.

The eight-month total of 2,637,497 tallies also was the second-best in industry history, and only 11,619 units fewer than the record 2,649,116 trucks registered in 1978.

This year's January-August count was 40.5 percent higher than the 1,877,947 in 1983.

Registrations through August were up from a year ago in the three major market segments and all eight weight groups.

Light-truck tallies for the eight months totaled 2,480,488,

Table on Page 36.

a gain of 40.1 percent over last year's 1,770,224. The count also was 63,342 units greater than the 2,417,146 light trucks registered in the same period in 1978. um trucks were registered, an increase of 17.3 percent over the year-earlier 29,343. But the total was far below the 105,353 tallies six years ago, when Group

Through August, 34,430 medi-6 was a stronger classification than it is today.

Eight-month heavy-truck registrations were up 56.4 percent to 122,579 units, compared with

Continued on Page 32, Col. 4

HD registrations through August up 56.4 pct. over 1983

Registrations of new heavy trucks in the U. S. in the first eight months of 1984 totaled 122,579 units, according to R. L. Polk & Co. statistics, an increase of 56.34 percent over the year-ago 78,386 units.

In August, 16,413 vehicles were registered, a gain of 68.01 percent over the 9,765 tallied in the same month a year ago.

Registrations of Group 7 trucks through the first eight months totaled 42,553, up 34.27 percent over the 31,597 in the year earlier period.

The Group 8 count through August was 80,026, an increase of 71.16 percent over the year earlier 46,783.

No. 1 International increased its lead over Ford in August by more than 600 units and had an eight-month total of 28,069, compared with 24,551 for runner-up Ford.

International also was No. 1 in Group 8 registrations with 18,409 tallies through August, while Ford was the Group 7 leader with 16,835 units.

U. S. HEAVY-DUTY REGISTRATIONS

EIGHT MONTHS, 1984 VS. 1983★

Make	8 mos., 1984	Percent Share of '84 market	8 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-'83
International	28,069	22.90	19,157	24.44	− 1.54
Ford	24,551	20.03	16,902	21.56	− 1.53
GMC	16,455	13.42	10,132	12.93	+ 0.49
Mack	12,929	10.55	8,171	10.43	+ 0.12
Freightliner	9,769	7.97	6,428	8.20	− 0.23
Kenworth	8,616	7.03	4,122	5.26	+ 1.77
Peterbilt	8,102	6.61	4,271	5.45	+ 1.16
Chevrolet	6,128	5.00	4,727	6.03	− 1.03
White	4,246	3.46	1,382	1.76	+ 1.70
Volvo	1,207	0.99	973	1.24	− 0.25
Autocar	813	0.66	572	0.73	− 0.07
Mercedes-Benz	525	0.43	616	0.79	− 0.36
Western Star	345	0.28	197	0.25	+ 0.03
Miscellaneous	824	0.67	730	0.93	− 0.26
TOTALS	122,579	100.00	78,380	100.00	.....

★—New York and Oklahoma for 1984 compiled from manufacturers' sales records; no registrations for Oklahoma, 1983; District of Columbia and Louisiana, August, 1984.

U. S. TRUCK REGISTRATIONS

EIGHT MONTHS, 1984 VS. 1983★

Make	8 mos., 1984	Percent Share of '84 market	8 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-'83
Ford	760,842	28.85	594,009	31.63	− 2.78
Chevrolet	726,509	27.54	573,010	30.51	− 2.97
Dodge	273,036	10.35	164,620	8.77	+ 1.58
GMC	199,607	7.57	160,879	8.57	− 1.00
Jeep	91,081	3.45	43,413	2.31	+ 1.14
Plymouth*	51,319	1.95	6,231	0.33	+ 1.62
International	40,903	1.55	31,331	1.67	− 0.12
Mack	15,138	0.57	9,564	0.51	+ 0.06
Freightliner	9,769	0.37	6,428	0.34	+ 0.03
Kenworth	8,616	0.33	4,122	0.22	+ 0.11
Peterbilt	8,102	0.31	4,271	0.23	+ 0.08
White	4,246	0.16	1,382	0.07	+ 0.09
Mercedes-Benz	1,387	0.05	1,769	0.10	− 0.05
Volvo	1,207	0.05	973	0.05	.....
Autocar	813	0.03	572	0.03	.....
Western Star	345	0.01	197	0.01	.....
Miscellaneous**	444,577	16.86	275,176	14.65	+ 2.21
TOTALS	2,637,497	100.00	1,877,947	100.00	.....

★—New York and Oklahoma for 1984 compiled from manufacturers' sales records; no registrations for Oklahoma, 1983; District of Columbia and Louisiana, August, 1984.
*Plymouth trucks are Trail Duster, Voyager, Scamp and Arrow.
**Miscellaneous includes Imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

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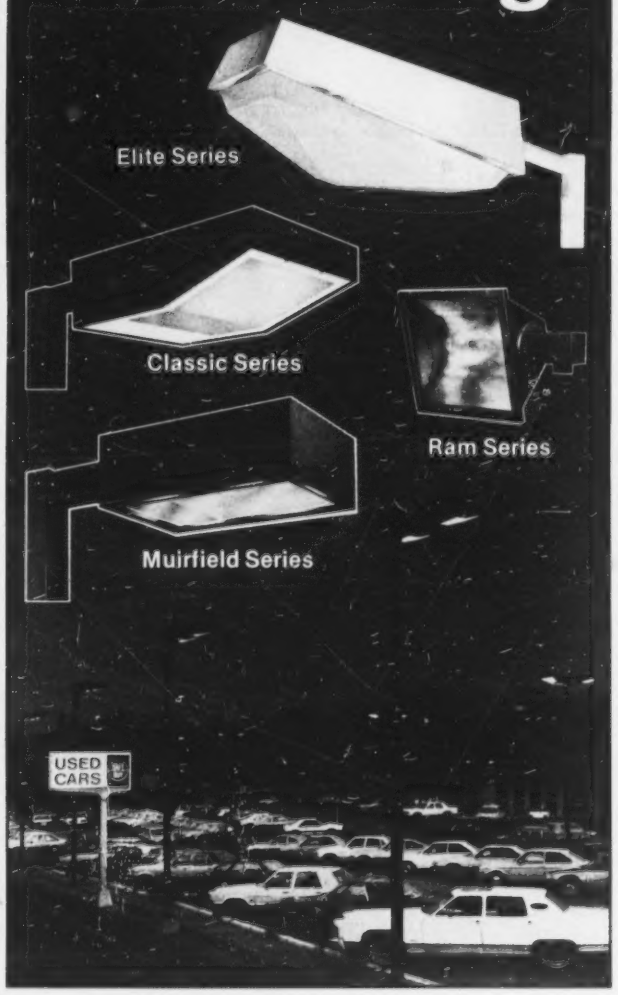

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IMPORT REGISTRATION SHARES IN U. S.

	JULY					SEVEN MONTHS				
	Regis., July, 1984	Percent Share of Market	Regis., July, 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83	Regis., 7 mos., 1984	Percent Share of Market	Regis., 7 Mos., 1983	Share of Percent Market	Pct. Pt. Change '84 vs. '83
Toyota	49,052	21.89	50,587	23.18	− 1.29	276,827	19.46	316,900	22.50	− 3.04
Nissan	43,996	19.63	47,287	21.67	− 2.04	276,761	19.46	222,054	15.77	+ 3.69
Honda	41,101	18.34	33,352	15.28	+ 3.06	268,307	18.86	304,343	21.61	− 2.75
VW	14,192	6.33	11,227	5.14	+ 1.19	97,643	6.87	79,791	5.66	+ 1.21
Mazda	13,765	6.14	13,903	6.37	− 0.23	89,802	6.31	99,153	7.04	− 0.73
Subaru	12,682	5.66	11,904	5.45	+ 0.21	81,947	5.76	83,198	5.91	− 0.15
Volvo	9,439	4.21	8,584	3.93	+ 0.28	59,890	4.21	54,542	3.87	+ 0.34
Audi	5,871	2.62	4,666	2.14	+ 0.48	44,965	3.16	40,888	2.90	+ 0.26
BMW	5,639	2.52	5,031	2.31	+ 0.21	41,151	2.89	25,011	1.78	+ 1.11
Mercedes	5,393	2.41	5,924	2.71	− 0.30	40,836	2.87	31,453	2.23	+ 0.64
Others	22,973	10.25	25,799	11.82	− 1.57	144,402	10.15	151,118	10.73	− 0.58
TOTAL	224,103		218,264			1,422,531		1,408,451		
Share of U. S. Total		24.81		27.66	− 2.85		24.03		27.90	− 3.87

1984 New York and Oklahoma figures from manufacturers' sales records. Oklahoma, 1983, not available. Louisiana registrations temporarily delayed.

Market share dips nearly 3 points in July

Import penetration down for month

By Jenny L. King
Staff Writer

New imported-car registrations dropped nearly three percentage points in their share of the total U. S. market in July, compared with the same month a year ago, and their penetration for the first seven months was off 3.87 percentage points.

R. L. Polk & Co. registration figures showed July import numbers up 2.68 percent year to year, climbing to 224,103 from 218,264. But the domestics were up just over 19 percent, forcing the foreign competition to settle for a smaller piece of the total market.

Imports dropped to 24.81 percent in July, 1984, from 27.66 percent in July, 1983.

Penetration in the first seven months was down to 24.03 percent from 27.90 percent, while actual numbers were up a modest 1.00 percent, to 1,422,531 from 1,408,451.

In July, it was the European makes that triumphed among the imports. Honda was the exception to the Japanese slump, gaining 3.06 percentage points as Toyota dropped 1.29 percentage points, Nissan was down 2.04 percentage points and Mazda lost 0.23 percentage points. Subaru was up 0.21 percentage points for the month.

Volkswagen moved into fourth from sixth place among the top 10 imports and gained 1.19 percentage points. Volvo was up 0.28 percentage points, Audi was up 0.48 percentage points and BMW was up 0.21 percentage points. Mercedes dipped 0.30 percentage points, its sales greatly affected by the early-summer metalworkers' strike in Germany.

Ten imports claimed 89.75 percent of the July import market, up from 88.18 percent a year ago.

• In the first seven months of this year, the Japanese decline was more dramatic, with Toyota down 3.04 percentage points, Nissan off 2.75 percentage points, Mazda off 0.73 percentage points and Subaru down 0.15 percentage points.

Honda enjoyed a gain of 3.69 percentage points and came close to ousting Toyota from its position as top import. Polk registration figures include all U. S.-built Accords in the Honda total. In the same manner, U. S.- built Rabbits are among the VW import registrations.

VW, Volvo, Mercedes, Audi and BMW all increased their year-to-year penetration for the seven months. The top 10 makes claimed 89.85 percent of the total, up from 89.27 percent in 1983.

Japanese-built cars captured 73.08 percent of the July imports total, down from 76.72 percent a year ago. Germany was the source of 11.29 percent, up from 9.95 percent, the U. S. imports (a Polk category) climbed to 8.01 percent from 5.13 percent and Sweden was up 5.55 percent from 5.00 percent.

• Numbers of new import registrations from each country included:

	July, 1984	July, 1983
Japan	163,779	167,444
W. Germany	25,312	21,707
United States	17,944	11,203
Sweden	12,431	10,924
France	2,588	4,702
Great Britain	1,399	1,342
Italy	628	818
Ireland	22	124
TOTAL	224,103	218,264

Japan was the country of origin of 70.64 percent of the new imports in the first seven months of this year, down from 77.28 percent in 1983. West Germany claimed 13.38 percent, up from 10.20 percent, the U. S. grew to 8.10 percent from 4.47 percent and Sweden contributed 5.62 percent, up from 4.97 percent.

	7 Mos., 1984	7 Mos., 1983
Japan	1,004,930	1,088,388
W. Germany	190,291	143,716
United States	115,224	62,980
Sweden	79,879	70,034
France	18,155	27,941
Great Britain	10,310	8,791
Italy	3,499	6,132
Ireland	243	469
TOTAL	1,422,531	1,408,451

Registrations of new imported small trucks were up 57.18 percent July to July, climbing to 65,165 from 41,460. Numbers for the major importers were:

	July, 1984	July, 1983
Toyota	25,394	15,240
Nissan	17,339	12,034
Mazda	8,994	5,419
Dodge Ram 50	4,327	2,741
Others	9,111	6,026
Total	65,165	41,460

After seven months, the truck total was up 57.93 percent compared with 1983, to 408,156 from 258,438. Individual totals were as follows:

	7 Mos., 1984	7 Mos., 1983
Toyota	151,395	89,995
Nissan	115,841	68,453
Mazda	65,186	36,472
Dodge Ram 50	24,455	15,357
Others	51,279	48,161
Total	408,156	258,438

MARKET SHARES

SEVEN MONTHS
1984 VS. 1983

	1984 Market Share	1983 Market Share	Pct. Pt. Change '84 vs. '83
Chevrolet	15.94	14.70	+1.24
Ford	12.49	11.42	+1.07
Oldsmobile	11.04	10.82	+0.22
Buick	9.02	9.15	−0.13
Pontiac	6.89	5.62	+1.27
Mercury	5.01	4.30	+0.71
Toyota	4.68	6.28	−1.60
Honda	4.67	4.40	+0.27
Nissan	4.53	6.03	−1.50
Dodge	3.55	3.58	−0.03
Chrysler	3.01	2.84	+0.17
Cadillac	2.98	3.19	−0.21
Plymouth	2.84	3.21	−0.37
AMC	1.84	2.21	−0.37
VW	1.65	1.58	+0.07
Mazda	1.52	1.96	−0.44
Subaru	1.38	1.65	−0.27
Lincoln	1.36	1.05	+0.31
Volvo	1.01	1.08	−0.07
Mercedes	0.76	0.81	−0.05
Audi	0.70	0.50	+0.20
BMW	0.69	0.62	+0.07
Other Imports	2.44	2.99	−0.55
Misc. Dom.	0.00	0.01	−0.01
TOTAL	5,918,799	5,047,873	

TOP CARS

U. S. registrations for seven months, 1984 vs. 1983. Numbers for New York and Oklahoma, 1984, compiled from sales records. Oklahoma, 1983, not available. Louisiana, July, 1984, delayed.

1984 Position		Make	1983 Position	
1—	943,542	Chevrolet	741,897—	1
2—	739,205	Ford	576,394—	2
3—	653,257	Oldsmobile	546,349—	3
4—	533,563	Buick	461,888—	4
5—	408,046	Pontiac	283,845—	7
6—	296,776	Mercury	216,948—	9
7—	276,827	Toyota	316,900—	5
8—	276,761	Honda	222,054—	8
9—	268,307	Nissan	304,343—	6
10—	210,036	Dodge	181,024—	10
11—	178,079	Chrysler	143,446—	13
12—	176,656	Cadillac	160,991—	12
13—	167,980	Plymouth	161,806—	11
14—	108,708	AMC	111,335—	14
15—	97,643	VW	79,791—	17
16—	89,802	Mazda	99,153—	15
17—	81,947	Subaru	83,198—	16
18—	80,260	Lincoln	53,056—	19
19—	59,890	Volvo	54,542—	18
20—	44,965	Mercedes	40,888—	20
21—	41,151	Audi	25,011—	22
22—	40,836	BMW	31,453—	21
	144,402	Other Imports	151,118	
	160	Misc Dom.	443	
	5,918,799	TOTAL	5,047,873	

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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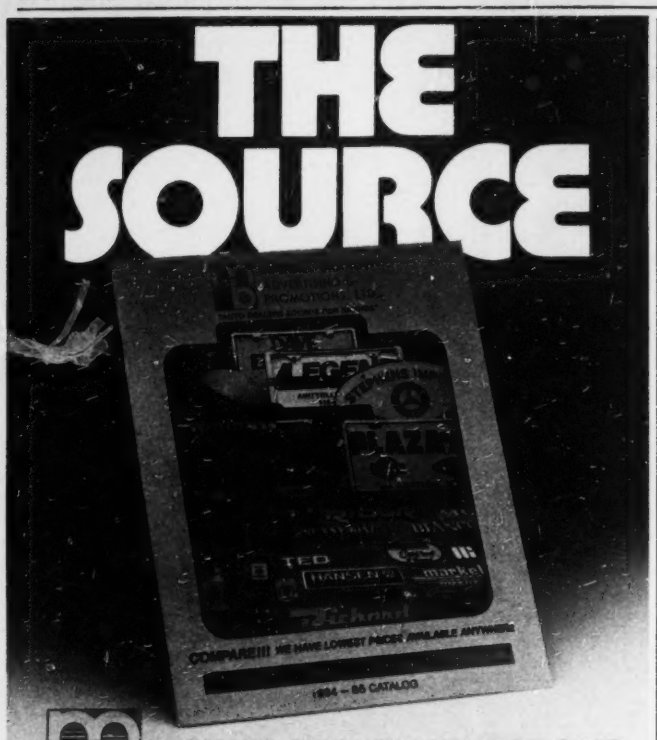
Huvaere takes over

RICHMOND, Mich.—Richard Huvaere, president of the Von-Wormer-Huvaere dealership here, has purchased all stock in the company held by Chris VonWormer. The name of the firm will be changed to Richmond Chrysler-Plymouth-Dodge-Mitsubishi.



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Consultant says more than 50 pct. may fold

Outlook bleak for many truck deals

Continued from Page 16

are controlled by foreign interests.

The big-truck market probably will remain flat through this decade and next, MacKay predicted. Trucks, he said, last longer and most units are purchased as replacement units.

"We're done moving dirt," he said. "We're rebuilding. That's not going to drive growth."

The limited truck market will drive some truck makers and suppliers out of business, he said.

"If a market is not growing rapidly, and this one isn't, then it must brace for a shakeout," MacKay said. "I don't think we can have more than six makers."

Foreign truck makers now eyeing the U. S. will find it a tough market to crack in the short term, MacKay said. However, he said the Japanese and European companies are known to be willing to wait for long-term success.

Tremendous change in the trucking industry also will affect truck dealers, MacKay said.

Deregulation will create a large gap between large and small trucking companies, he predicted, and piggyback transportation, which is growing at 20 percent a year, will have a big impact on truck and equipment sales.

• Independent service and parts outlets also will cut into truck dealers' business, he said, adding that these functions account for the largest margins in dealer profits. Centralized parts rebuilding by OEMs will also cut into dealer business.

"If our (truck-dealer) assumptions are more than a little correct, it will affect truck body companies, too," MacKay told TBEA.

Truck-equipment makers may have to find alternative means of distributing their products (other than dealers), MacKay said.

Body and Equipment manufacturers also will have to pinpoint opportunities if they are to be successful, he said.

August car sales in Japan trail '85 by 6.7 pct.

TOKYO. — Passenger-car sales in Japan fell in August from the year-ago mark.

After a bouyant first half, sales in both July and August were lower than in the year before. Some observers are suggesting that the economic growth has peaked, and that the sales for the rest of the year will be similar to last year's if not slightly lower.

In any event, passenger-car sales totaled 150,158 units in August, down 6.7 percent from August, 1983. Because of the summer holidays, August is never a good sales month in Japan, but the losses suffered by Mazda and Isuzu, compared with last year, were well beyond seasonal factors.

Biggest seller was the Toyota Corolla at 9,659 units, although sales were down 20 percent from last August. Mazda's Familia (GLC) fell back by over 30 percent and was second with 8,590, ahead of the larger Toyota Corona at 8,240 sales — an increase of 20 percent.

Honda, which increased sales by 3.9 percent, and Subaru, with sales up 214 percent were the only winners. Subaru is gaining because of the addition of the J-10 one-liter car to its range in January and because the new 1.6/1.8-liter sedan has just been introduced.

IHW Engineering grants license to Japanese firm

WARWICK, England. — IHW Engineering has granted a license to manufacture its seat-reclining mechanisms to Ikeda Bussan Co., Ltd., Yokohama, Japan.

The agreement allows Ikeda Bussan to manufacture the patented seat-reclining mechanisms for sale to its customers in Japan.

August truck registrations highest since record 1978

Continued from Page 16

78,380 units a year ago. The total was about 4,000 units fewer than the 126,617 heavies tallied in the like period in 1978.

Group 1 registrations through August totaled a record 1,418,617 units, 42.6 percent higher than last year's 995,105 and 53.8 percent of the industry total. In 1978, only 736,091 Group 1 trucks were registered.

The Group 2 count was up 35.6 percent to 1,036,029 units, compared with 763,884 last year. Six years ago—before fuel economy became a greater factor — the Group 2 total was 1,652,402 units.

In Group 3, there were 25,842 registrations through August, an increase of 30 percent over the year-ago 11,235 and slightly fewer than the 28,653 units tallied in the like period in 1978.

The Group 4 count was up sharply from a year ago, but far below the 1978 total. This year there were 455 tallies, compared with 214 last year and 8,899 through August in 1978.

• Eight-month Group 5 registrations were little changed from six years ago, but dramatically higher than a year ago. There were 2,068 tallies this year, compared with only 360 last year and 2,036 in 1978.

Through August, Group 6 tallies totaled 31,907 units, an increase of 10.9 percent over the year-ago 28,769. The count, however, was only about a third of the 94,418 units registered in 1978.

Group 7, which has benefited from the growing switch from gasoline power to heavier diesel engines in Group 6 trucks, was up significantly from both last year and 1978.

Through August, there were 42,553 Group 7 registrations, an increase of 34.7 percent over last year's 31,597 units. Six years ago, the Group 7 total was 24,853.

Group 8 registrations in the January-August period were up 71.1 percent to 80,026 units, compared with 46,783 units. In 1978, the total was 101,764 and in 1979—the best year ever for Group 8 tallies—it was 112,414.

Isuzu Truck's 1st offering in U.S. is Class 3 diesel

Continued from Page 16

for a light-duty diesel truck in America's metropolitan areas, and noted that Ford and Chevrolet will be Isuzu's major competitors. "Together, they account for about 90 percent of this market," he said.

Initially, the KS22 will be marketed only in the West and Southwest, and Allen said the trucks hopefully will be available also in the Midwest by next June.

• Isuzu Truck plans to have 100 dealers in its distribution network by the end of the year, and 250 in all 50 states by the end of 1985, Allen said.

"The KS22 is the type of vehicle that can be marketed well by car dealers and we already have franchised a number of them," he added.

Allen said the company expects to sell 1,100 to 1,200 KS22 units in the vehicle's first full year in the U. S. market, and 250 bus chassis. He estimated that the truck will retail for about $15,000 with a 14-foot body.

The new entries were introduced to dealers here prior to the start of the annual American Trucking Assns. convention and show, in which the Class 3 vehicles and a Class 8 tractor were exhibited.

"Eventually, Isuzu Truck will have products in Classes 4 through 8," Allen said. "There is no timetable for introduction of these vehicles; we want to be sure that the products are right for the U. S. market."

U•S•A MARKETING
The List Specialists
Auto Owners/Make & Year • Investors • Gamblers • Telephone Numbers
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Rich & Famous • Students
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NEW TRUCK SALES BY MAKE AND GVW CLASS

EIGHT MONTHS, 1984 VS. 1983★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,000-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**113**	**113**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	56	56
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**813**	**813**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	572	572
CHEVROLET	**Aug. '84**	**46,111**	**36,822**	**2,866**	.....	**26**	**892**	**932**	**88**	**87,737**
	Aug. '83	41,292	30,353	2,663	.....	26	854	697	31	75,916
	Year to Date '84	**369,319**	**322,175**	**24,703**	.....	**155**	**4,029**	**5,725**	**403**	**726,509**
	Year to Date '83	310,881	242,777	10,895	.....	175	3,555	4,422	305	573,010
(Memo Units) #	**Aug. '84**	**32,019**	**15,791**	.....	.....	.....	.....	.....	.....	**47,810**
	Aug. '83	26,841	13,242	.....	.....	.....	.....	.....	.....	40,083
	Year to Date '84	**253,583**	**132,813**	.....	.....	.....	.....	.....	.....	**386,396**
	Year to Date '83	210,321	101,487	.....	.....	.....	.....	.....	.....	311,808
DODGE	**Aug. '84**	**20,981**	**10,723**	.....	.....	.....	.....	.....	.....	**31,704**
	Aug. '83	12,209	7,826	.....	.....	.....	.....	.....	.....	20,035
	Year to Date '84	**181,503**	**91,533**	.....	.....	.....	.....	.....	.....	**273,036**
	Year to Date '83	98,206	66,414	.....	.....	.....	.....	.....	.....	164,620
(Memo Units) #	**Aug. '84**	**15,321**	**6,834**	.....	.....	.....	.....	.....	.....	**22,155**
	Aug. '83	8,400	6,236	.....	.....	.....	.....	.....	.....	14,636
	Year to Date '84	**130,747**	**57,699**	.....	.....	.....	.....	.....	.....	**188,446**
	Year to Date '83	62,149	48,408	.....	.....	.....	.....	.....	.....	110,557
FORD	**Aug. '84**	**27,850**	**59,718**	.....	.....	.....	**1,150**	**2,352**	**991**	**92,061**
	Aug. '83	28,774	43,526	.....	.....	.....	1,089	1,487	612	75,488
	Year to Date '84	**214,068**	**514,041**	.....	.....	.....	**8,182**	**16,835**	**7,716**	**760,842**
	Year to Date '83	217,639	352,706	.....	.....	.....	6,762	11,994	4,908	594,009
(Memo Units) #	**Aug. '84**	**27,780**	**17,670**	.....	.....	.....	.....	.....	.....	**45,450**
	Aug. '83	22,110	16,149	.....	.....	.....	.....	.....	.....	38,259
	Year to Date '84	**210,316**	**166,537**	.....	.....	.....	.....	.....	.....	**376,853**
	Year to Date '83	166,943	135,904	.....	.....	.....	.....	.....	.....	302,847
FREIGHTLINER	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**1,284**	**1,284**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	564	564
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**9,769**	**9,769**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	6,428	6,428
GMC	**Aug. '84**	**11,390**	**11,348**	**240**	.....	**774**	**716**	**1,088**	**1,045**	**26,601**
	Aug. '83	9,075	9,699	110	.....	20	716	754	753	21,127
	Year to Date '84	**86,878**	**89,644**	**979**	.....	**1,913**	**3,738**	**8,473**	**7,982**	**199,607**
	Year to Date '83	69,959	76,539	338	.....	179	3,732	5,868	4,264	160,879
(Memo Units) #	**Aug. '84**	**7,072**	**4,559**	.....	.....	.....	.....	.....	.....	**11,631**
	Aug. '83	5,373	4,218	.....	.....	.....	.....	.....	.....	9,591
	Year to Date '84	**53,703**	**33,209**	.....	.....	.....	.....	.....	.....	**86,912**
	Year to Date '83	42,700	31,798	.....	.....	.....	.....	.....	.....	74,498
INTERNATIONAL	**Aug. '84**	.....	.....	.....	.....	.....	**3,270**	**1,507**	**2,459**	**7,236**
	Aug. '83	.....	.....	.....	.....	.....	2,685	947	1,385	5,017
	Year to Date '84	.....	.....	.....	.....	.....	**12,834**	**9,660**	**18,409**	**40,903**
	Year to Date '83	.....	.....	.....	.....	.....	12,174	7,279	11,878	31,331
JEEP	**Aug. '84**	**9,212**	**1,448**	.....	.....	.....	.....	.....	.....	**10,660**
	Aug. '83	3,161	1,814	.....	.....	.....	.....	.....	.....	4,975
	Year to Date '84	**77,680**	**13,401**	.....	.....	.....	.....	.....	.....	**91,081**
	Year to Date '83	26,175	17,238	.....	.....	.....	.....	.....	.....	43,413
(Memo Units) #	**Aug. '84**	**9,212**	**1,244**	.....	.....	.....	.....	.....	.....	**10,456**
	Aug. '83	3,161	1,618	.....	.....	.....	.....	.....	.....	4,779
	Year to Date '84	**77,680**	**11,126**	.....	.....	.....	.....	.....	.....	**88,806**
	Year to Date '83	26,175	14,528	.....	.....	.....	.....	.....	.....	40,703
KENWORTH	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**1,048**	**1,048**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	460	460
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**8,616**	**8,616**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	4,122	4,122
MACK	**Aug. '84**	.....	.....	.....	.....	.....	**282**	**66**	**1,562**	**1,910**
	Aug. '83	.....	.....	.....	.....	.....	221	85	876	1,182
	Year to Date '84	.....	.....	.....	.....	.....	**2,209**	**394**	**12,535**	**15,138**
	Year to Date '83	.....	.....	.....	.....	.....	1,393	657	7,514	9,564
MERCEDES-BENZ	**Aug. '84**	.....	.....	.....	.....	.....	**127**	**83**	.....	**210**
	Aug. '83	.....	.....	.....	.....	.....	155	99	.....	254
	Year to Date '84	.....	.....	.....	.....	.....	**862**	**525**	.....	**1,387**
	Year to Date '83	.....	.....	.....	.....	.....	1,153	616	.....	1,769
PETERBILT	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**1,091**	**1,091**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	548	548
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**8,102**	**8,102**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	4,271	4,271
PLYMOUTH	**Aug. '84**	**4,618**	**5**	.....	.....	.....	.....	.....	.....	**4,623**
	Aug. '83	323	378	.....	.....	.....	.....	.....	.....	701
	Year to Date '84	**51,213**	**106**	.....	.....	.....	.....	.....	.....	**51,319**
	Year to Date '83	3,279	2,952	.....	.....	.....	.....	.....	.....	6,231
VOLVO	**Aug. '84**	.....	.....	.....	.....	.....	.....	**107**	**30**	**137**
	Aug. '83	.....	.....	.....	.....	.....	.....	115	33	148
	Year to Date '84	.....	.....	.....	.....	.....	.....	**839**	**388**	**388**
	Year to Date '83	.....	.....	.....	.....	.....	.....	596	377	973
WESTERN STAR	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**37**	**37**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	27	27
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**345**	**345**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	197	197
WHITE	**Aug. '84**	.....	.....	.....	.....	.....	.....	.....	**381**	**381**
	Aug. '83	.....	.....	.....	.....	.....	.....	.....	148	148
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**4,246**	**4,246**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	1,382	1,382
MISCELLANEOUS*	**Aug. '84**	**62,102**	**723**	**41**	**51**	.....	**16**	**32**	**117**	**63,082**
	Aug. '83	46,313	856	2	33	1	.....	23	65	47,293
	Year to Date '84	**437,956**	**5,129**	**160**	**455**	.....	**53**	**102**	**722**	**444,577**
	Year to Date '83	268,966	5,258	2	214	6	.....	165	565	275,176
TOTALS	**Aug. '84**	**182,264**	**120,787**	**3,147**	**51**	**800**	**6,453**	**6,167**	**10,246**	**329,915**
	Aug. '83	141,147	94,452	2,775	33	47	5,720	4,207	5,558	253,939
	Year to Date '84	**1,418,617**	**1,036,029**	**25,842**	**455**	**2,068**	**31,907**	**42,553**	**80,026**	**2,637,497**
	Year to Date '83	995,105	763,889	11,235	214	360	28,769	31,597	46,783	1,877,947

★—New York and Oklahoma for 1984 compiled from manufacturers' sales records; no registrations for Oklahoma, 1983; District of Columbia and Louisiana, August, 1984.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura and Jimmy. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

A good anniversary

Ford dealer Gerald P. Good Sr., left, is congratulated by Donald C. Minogue, Ford Division's Boston district manager, as he receives a commemorative plaque honoring the 60th anniversary of Good Brothers Ford, Inc., Randolph, Mass.

Reynolds & Reynolds offers new service forms, systems

DAYTON. — The Automotive Forms Division of Reynolds & Reynolds Co., has introduced a line of service merchandising and management forms and systems which will be marketed under the trademark Service Profits Systems.

The systems and forms are the creation of Dealer Service Corp. (DSC), of Winston-Salem, N. C., a service consulting firm.

Jim Grimm Sr., R & R director of marketing, said R & R began looking at the systems in February and reached formal agreements with DSC in June.

"This is a practical and much needed system," Grimm said. "What makes it succesful is it's visual appeal, ease of use by dealership personnel and easy-to-understand instructional guide.

There are, according to Grimm, maintenance menus for General Motors, Ford Motor, and Chrysler Corp. dealerships.

"These menus help the customer know what required and recommended maintenance services should be performed and when. They help the dealership sell this lucrative 'gravy' work," he said. "The menu contains its own sales pitch and dealership identification."

Grimm said the system also includes a free service check that helps dealership personnel find additional service or repairs for its retail customers who may be unaware of these needs.

• Also included in the new forms are three scheduling and dispatching systems designed for dealers who are not using a computerized system. They contain the basic elements of the automated systems but in manual form. Productivity improvements in the 10 to 20 percent range can result from their usage, Grimm said.

"In addition, there are technician productivity reports and re-check reports to monitor the technicians' performance," he said. "There also is a self-contained telephone satisfaction survey that will determine different areas of service satisfaction and also serves as a dealership public relations device."

Using these systems has greatly enhanced the performance of DSC's clients throughout the U. S. and Canada, according to Lloyd Schiller, DSC president.

Nissan's Taiwan licensee attempts to break away

TOKYO. — Yue, Loong, Nissan's licensee in Taiwan is attempting to get away from Nissan and design its own range of autos.

Currently, it builds the Sentra, Stanza and Bluebird in Taiwan, where it holds about 50 percent of the domestic market.

Over the past few years it has been building up local-content ratio, and about three years ago it started installing a new press facility and design studio.

Yue Loong now claims to have completed a three-year design program, at a cost of $50 million, for a sedan which will be powered by 1.6-, 1.8- and 2.0-liter engines.

Codenamed X-101, the new model is due to enter production at the end of next year and go on sale in 1986.

Evidently, Nissan asked Yue Loong to work with it two months ago to develop a car for Nissan to market in the U.S. and Europe. Presumably, Nissan made this request because it expected that Toyota would lose the Taiwan contract and hoped that it would be able to increase its influence there.

Company officials have said that Yue Loong is prepared to cooperate with "American, European and Japanese car makers" for production in Taiwan, an indication that the company no longer feels bound to Nissan.

The Taiwan equation gets more complicated every day, with news that Mazda and Ford might end up with the contract that Toyota thought it had, and now Yue Loong making noises that it wants to be independent.

25 years for Bennett

CHERAW, S. C.—Robert M. Bennett, of Bennett Motor Co., has received a 25-year dealer award from Buick. He is a second-generation Buick dealer.

factories list auction dates

American Motors

Oct. 30—D-A Auto Auction, New Stanton, Conn.

Nov. 1—Todd Auto Auction, Telford, Pa., and Evansville Auto Auction, Evansville, Ind.

Nov. 2—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 6—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N. C.

Nov. 7—Southern Auto Auction, East Windsor, Conn.

Nov. 8—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Nov. 9—Concord Auto Auction, Acton, Mass.

Nov. 13—D-A Auto Auction, New Stanton, Conn.

Nov. 14—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 15—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Nov. 20—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N. C.

Nov. 21—Southern Auto Auction, East Windsor, Conn., and Evansville Auto Auction, Evansville, Ind.

Nov. 22—Northstar Auto Auction, Shakopee, Minn.

Nov. 23—Concord Auto Auction, Acton, Mass.

Nov. 27—D-A Auto Auction, New Stanton, Conn.

Nov. 28—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 29—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind.; Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Nov. 30—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

Oct. 30—Hatfield Auto Auction, Hatfield, Pa., and Aptco Auto Auction, Taylor, Mich.

Oct. 31—Butler Auto Auction, Gibsonia, Pa., and Southern Auto Auction, Warehouse Point, Conn.

Nov. 1—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S. C.; Evansville Auto Auction, Evansville, Ind., and Arena Auto Auction, Chicago.

Nov. 6—Hatfield Auto Auction, Hatfield, Pa.; Denver (Colorado Auto Auction), Commerce City, Colo., and Salt Lake Auto Auction, Salt Lake City, Utah.

Nov. 7—Sand Mountain Auto Auction, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, O.; Minneapolis Auto Auction, Plymouth, Minn., and South Seattle Auto Auction, Kent, Wash.

Nov. 8—Northway Exchange, Clifton Park, N. Y.; Fredericksburg Auto Auction, Fredericksburg, Va., and Golden Gate Auto Auction, Fremont, Calif.

Nov. 9—Concord Auto Auction, Acton, Mass.

Ford Motor Co.

Nov. 1—Arena Auto Auction, Chicago, and Skyline Auto Exchange, Fairfield, N. J.

Nov. 7—Golden Gate Auto Auction, Fremont, Calif.

Nov. 8—Dallas Auto Auction, Grand Prairie, Tex.

Nov. 15—Denver Auto Auction, Englewood, Colo.

Nov. 20—Aptco Auto Auction, Taylor, Mich.

Nov. 28—Northway Exchange, Clifton Park, N. Y.

General Motors

Oct. 31—Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Nov. 1—Nashville Auto Auction, Nashville.

Nov. 2—Las Vegas Extravaganza, Imperial Palace Hotel, Las Vegas.

Nov. 6—Southern Auto Auction, Warehouse Point, Conn.

Nov. 7—Metro Auto Auction of Kansas City, Kansas City.

Nov. 8 — Indianapolis Auto Auction, Indianapolis.

Nov. 13—South Seattle Auto Auction, Kent, Wash.

Nov. 14—Golden Gate Auto Auction, Fremont, Calif., and Clanton's Auto Auction, Darlington, S. C.

Nov. 15—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, and Dallas Auto Auction, Dallas.

Nov. 27—Florida Auto Auction of Orlando, Ocoee, Fla., and Ohio Auto Auction, Inc., Grove City, O.

Nov. 28 — Brasher's Southern California Auto Auction, Fontana, Calif.

Nov. 29—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Arena Auto Auction adds 3rd sale day

CHICAGO. — Arena Auto Auction has added a third sale day. The Wednesday auction is titled Repo-Dealer Trade Sales and features cars that need mechanical and/or body repair.

Arena now has sales on Tuesday, Wednesday and Thursday. The firm is a member of the Anglo American Auto Auctions group. Buzz Cotton is president of Arena.

Used Car Sales

Auction Averages

October to date	$4,984
Month ago	$4,894
Year ago	$5,241

Model breakdown

Auction Averages

	OCT. TO DATE	SEPT. 1984	AUG. 1984
1984	$9,894	$9,747	$9,648
1983	7,471	7,364	7,926
1982	6,074	5,762	5,978
1981	4,474	5,020	5,230
1980	3,986	3,932	4,494
1979	3,204	3,237	3,632
1978	2,350	2,346	2,551
1977	1,647	2,213	1,997
Overall Average	$4,984	$4,894	$5,316

auction directory

INDIANA

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Richard Head's Auto Auction, Columbia, Mo. Every Thurs., 12 P.M. Lease cars—will pickup. 314-474-9595. Member NAA & WAA.

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OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call Area 614-497-2000.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

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SOUTH CAROLINA

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WASHINGTON

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G.M. & I.A.A. Say Thanks! To the many fine dealers who have made the auction program a Huge Success.

WHERE: **INDIANAPOLIS AUTO AUCTION**
WHEN: **NOVEMBER 8th, 1984**
TIME: **10:30 A.M.**

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INDIANAPOLIS AUTO AUCTION, 317-298-9700

Bankruptcy trustee asks $200 million

DeLorean officials sued in Detroit

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begin within two years.

The most recent lawsuit was filed three days before the second anniversary of DMC's filing for Chapter 11 protection from creditors under federal bankruptcy laws. The bankruptcy status was changed to Chapter 7 liquidation almost a year ago.

Sources say the most recent lawsuit is not the last, and others associated with DMC will be sued later on similar charges.

The New York lawsuit against Arthur Andersen & Co., seeks $100 million in actual damages and $50 million in punitive damages. It alleges malpractice, negligence, common law fraud and securities fraud.

The suit claims Arthur Andersen and its subsidiaries in the United Kingdom and the Republic of Ireland failed to follow generally accepted auditing standards and failed to reveal the true purpose of transactions involving DMC and an affiliated partnership. The auditing firm relied too heavily on the word of DMC management, the suit said.

"The suit filed by the bankruptcy trustee is obviously for the sole purpose of preserving the rights of the trustee with respect to the technical statute of limitations consideration under the bankruptcy court," a spokesperson for Arthur Andersen said.

"The suit is not based on any intensive investigation undertaken by the trustee. There have been numerous investigations into the DeLorean-related entities with which we have cooperated and are continuing to cooperate," the spokesperson added.

Meanwhile, the results of a year-long federal grand jury investigation into DMC financial irregularities have yet to be seen in Detroit. Many involved in the DMC bankruptcy, including John Z. DeLorean's attorney, had expected the grand jury to wrap up its investigation by Oct. 1. Now, sources say it will be closer to the end of the year.

The probe focuses on alleged criminal tax fraud and bankruptcy fraud, sources said. Of particular interest is the disappearance of the nearly $18 million.

In California, the fight continues between DeLorean and the trustee of DMC over a transaction in which DeLorean turned over his Pauma Valley avocado ranch near San Diego to his attorney, Howard Wietzman, in lieu of legal fees.

At the same time, attorneys for the trustee will be watching the DeLoreans' divorce proceedings closely. Sheldon Toll, attorney for the trustee, said he will be "concerned" if "there is any attempt to prejudice the creditors" in dividing the property.

In Washington, the DeLorean name popped up again in a federal grand jury investigation of financier Jeanne Anne Farnan.

Legal proceedings involving Farnan and her companies, which have filed for bankruptcy, show several loans she allegedly offered to arrange never were completed.

Farnan was trying to arrange a $10 million deal for DeLorean. The deal fell through the day he was arrested on drug charges.

173,065 cars are scheduled, but GM target is unreal

By Louise Kertesz
Detroit Reporter

Last week's auto production total, a projection including estimates for some idled General Motors facilities, is sure to be cut when actual production figures are reported.

Makers targeted assembly of 173,065 cars last week, up 12.85 percent from the 153,352 completed the previous week and 5.56 percent from the year-ago week's 163,947.

So far this year, 6,542,829 cars have been built or scheduled, 18.20 percent more than the 5,535,164 assembled at this point last year.

Companies accounted for last week's projected output as follows: GM, 53.30 percent; Ford Motor Co., 24.16 percent; Chrysler Corp., 17.16 percent; American Motors, 2.77 percent; Honda, 1.73 percent, and Volkswagen of America, 0.88 percent.

At presstime, seven GM car assembly plants were down as a result of the Canadian strike.

GM scheduled two overtime shifts Saturday (Oct. 27) at its plant in Linden, N. J.

Also working overtime Saturday was Ford Motor's plant in Wayne, Mich.

Chrysler has scheduled overtime this week at five plants: Belvidere, Newark, St. Louis No. 1 and 2 and Jefferson.

Truck makers slate production of 63,138 units

Domestic truck production of 63,138 units last week was down 5.03 percent from the previous week's 66,480, because of the Canadian strike's effects, but was still 10.33 percent better than the year-ago week's 57,229.

Year-to-date, 2,591,646 trucks have been assembled, 32.27 percent more than the 1,959,290 built last year at this time.

Two General Motors truck assembly plants were down at presstime as a result of the strike in Canada.

Ford Motor Co. scheduled overtime Saturday (Oct. 27) at its plant in Louisville (Kentucky Truck) and Wayne, Mich. (Michigan Truck).

Chrysler has scheduled overtime this week at its Warren plant.

GM strike cuts Canadian output to year's low

The strike at General Motors caused a drop in Canadian car and truck production to notable lows last week.

The 11,875-unit car output was this year's low, plummeting 23.83 percent from the previous week's 15,590 (reflecting the midweek walkout) and 41.62 percent from the year-ago week's 20,340.

But at 862,858 cars assembled so far, this year's pace is 9.22 percent better than the 789,986 cars built at this time last year.

Last week's truck build of 12,003 units, the lowest since the week ending Aug. 4 (8,418 trucks assembled), was 16.15 percent less than the previous week's 14,315 and 12.82 percent below the year-ago week's 13,768.

Chrysler's Windsor (Ont.) plant expected to complete 2,352 Plymouth Voyagers, 2,346 Dodge Caravans and 942 Mini Ram Vans, bringing the total T-115s assembled this year to 191,418.

CANADIAN CAR PRODUCTION

	Week Ended Oct. 27, 1984	Week Ended Oct. 29, 1983	Week Ended Oct. 20, 1984	Oct. to Date	Jan. 1 to Oct. 29, 1983	Jan. 1 to Oct. 27, 1984
AMERICAN MOTORS	610	729	610	1,708	23,762	18,690
CHRYSLER CORP	.....	.....	.....	.....	104,365	.....
FORD MOTOR	11,040	6,834	11,056	40,694	216,810	360,525
GENERAL MOTORS	.....	12,552	3,699	24,962	436,322	475,047
VOLVO	225	225	225	810	8,727	8,596
Total Cars, Canada	11,875	20,340	15,590	68,174	789,986	862,858

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 27, 1984	Week Ended Oct. 29, 1983	Week Ended Oct. 20, 1984	Oct. to Date	Jan. 1 to Oct. 29, 1983	Jan. 1 to Oct. 27, 1984
CHEVROLET	16,810	18,680	19,900	73,564	684,505	818,821
DODGE	5,300	4,230	5,472	19,058	116,991	173,265
FORD	26,141	21,472	25,825	104,072	763,511	988,974
GMC	6,903	6,363	6,474	26,223	215,832	267,981
INTERNATIONAL	1,184	1,175	1,573	5,891	42,128	62,835
VOLKSWAGEN	.....	.....	.....	.....	2,019	.....
JEEP	3,750	3,062	3,749	14,284	82,399	154,594
NISSAN	2,000	1,197	2,437	8,799	8,165	80,016
AM GENERAL	50*	50*	50*	200*	2,080*	2,160
MISCELLANEOUS	1,000*	1,000*	1,000*	4,000*	41,600*	43,000
Total Trucks, U. S.	63,138	57,229	66,480	256,091	1,959,290	2,591,646

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 27, 1984	Week Ended Oct. 29, 1983	Week Ended Oct. 20, 1984	Oct. to Date	Jan. 1 to Oct. 29, 1983	Jan. 1 to Oct. 27, 1984
CHRYSLER CORP.	8,292	3,696	8,706	31,269	107,171	300,410
FORD MOTOR	3,496	3,419	3,446	13,741	114,999	127,810
GENERAL MOTORS	.....	6,521	1,947	12,332	213,972	228,748
INTERNATIONAL	215	132	216	819	4,635	6,984
Total Trucks, Canada	12,003	13,768	14,315	58,161	440,777	663,952
N. American Trucks	75,141	70,997	80,795	314,252	2,400,067	3,255,598

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Oct. 27, 1984	Week Ended Oct. 29, 1983	Week Ended Oct. 20, 1984	Oct. to Date	Jan. 1 to Oct. 29, 1983	Jan. 1 to Oct. 27, 1984
AMERICAN MOTORS	4,800	5,486	.....	9,537	158,802	159,102
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	5,486	.....	9,537	154,731	159,102
Alliance	3,200	3,578	.....	6,137	132,422	90,710
Encore	1,600	1,908	.....	3,400	22,309	68,392
CHRYSLER CORP.	29,700	24,536	30,969	117,696	738,357	1,036,747
Plymouth Total	9,500	7,998	10,068	38,925	259,335	315,298
Horizon	4,000	3,317	4,098	15,543	98,027	135,288
Reliant	3,900	4,459	4,189	16,904	156,523	146,515
Caravelle	1,100	184	1,220	4,441	4,498	15,537
Gran Fury	500	38	561	2,037	287	17,958
Chrysler Total	8,600	7,249	8,817	33,576	183,216	336,200
LeBaron	2,500	1,838	2,567	9,877	72,376	98,038
LeBaron GTS	500	.....	285	1,197	.....	1,197
Laser	1,800	1,863	1,696	6,621	12,525	59,958
New Yorker/E-Class	1,500	2,100	1,814	6,513	52,130	78,405
Fifth Avenue	2,300	1,448	2,455	9,368	6,185	98,602
Dodge Total	11,600	9,289	12,084	45,195	295,806	385,249
Omni	3,200	3,361	3,166	12,471	108,155	124,940
Aries	4,500	3,536	4,377	16,135	117,991	119,184
Daytona	1,000	1,114	1,386	4,719	9,437	44,518
Dodge 400	.....	.....	.....	.....	18,478	.....
Dodge 600	1,300	1,202	1,573	6,025	41,211	62,871
Lancer	400	.....	217	949	.....	949
Diplomat	1,200	76	1,365	4,896	534	32,787
FORD MOTOR	41,818	40,709	41,691	165,880	1,265,213	1,477,227
Ford Division	27,034	27,871	26,064	107,187	819,491	956,864
Escort	7,636	8,504	7,323	29,938	227,825	289,997
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,246	3,445	3,130	13,119	97,213	115,264
LTD	5,392	4,997	5,155	21,413	145,418	188,709
Thunderbird	3,252	3,874	3,202	12,845	160,038	123,967
Crown Victoria	2,179	2,301	1,879	7,811	79,231	69,879
EXP	1,288	59	1,087	4,750	1,737	34,591
Tempo	4,041	4,691	4,288	17,311	84,301	134,457
L-M Division	14,784	12,838	15,627	58,693	445,722	520,363
Mercury Total	11,186	11,035	11,456	43,107	360,100	380,330
Lynx	1,462	1,242	1,408	5,846	62,395	58,384
Capri	757	680	853	2,844	20,609	15,074
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	3,180	1,864	3,058	11,475	61,870	98,556
Cougar	2,721	3,965	2,673	10,697	105,122	95,153
Grand Marquis	2,021	1,919	1,737	7,241	77,475	77,163
LN7	.....	.....	.....	.....	290	.....
Topaz	1,045	1,365	1,727	5,004	23,738	36,000
Lincoln Total	3,598	1,803	4,171	15,586	85,622	140,033
Continental	651	333	756	2,818	9,567	30,850
Lincoln	2,546	448	2,958	11,043	53,620	86,667
Mark VI/VII	401	1,022	457	1,725	22,435	22,516
GENERAL MOTORS	92,247	89,269	76,401	344,793	3,253,741	3,695,394
Buick Total	21,485	17,631	20,163	89,950	736,665	823,807
Skylark	2,366	.....	2,605	11,413	88,323	91,643
Skyhawk	1,458	2,346	1,017	6,808	59,509	113,197
Somerset Regal	2,280	.....	1,892	7,698	.....	13,286
Century	5,213	4,620	4,575	21,381	139,786	189,006
Regal	2,346	3,623	2,455	11,003	202,402	152,620
LeSabre/Electra (rwd)	4,698	5,788	4,535	18,881	203,848	173,437
Riviera	1,239	1,254	1,252	5,135	42,797	42,818
Electra (fwd)	1,885	.....	1,832	7,631	.....	47,800
Cadillac Total	8,244	7,456	7,396	30,556	254,856	276,472
Cimarron	182	452	1	183	16,753	13,557
Seville	1,035	769	875	3,693	29,023	31,991
Eldorado	1,647	1,462	1,395	6,356	61,570	63,059
Cadillac	1,920	4,773	1,616	6,629	147,510	99,001
DeVille (fwd)	3,460	.....	3,509	13,695	.....	68,864
Chevrolet Total	26,031	30,845	19,883	96,704	1,077,073	1,255,591
Chevette	2,610	4,130	2,607	11,260	171,382	150,971
Cavalier	7,531	7,810	1,837	23,503	249,672	341,093
Celebrity	5,099	5,741	5,925	24,705	134,506	242,056
Camaro	3,179	4,903	2,007	7,359	160,057	192,821
Citation	2,024	.....	1,700	7,249	72,668	92,673
Malibu/El Camino	612	630	491	1,795	97,291	20,297
Monte Carlo	1,326	4,156	1,834	7,124	94,501	86,836
Chevrolet	2,690	2,782	2,706	10,670	74,437	100,965
Corvette	960	693	776	3,039	22,557	27,879
Oldsmobile Total	25,031	22,017	20,941	84,612	839,517	892,009
Omega	.....	.....	.....	.....	45,484	29,289
Firenza	1,110	1,690	1,031	5,166	37,814	58,997
Cutlass Supreme	4,821	7,044	3,984	16,811	250,523	214,808
Cutlass Ciera	5,360	4,592	4,187	14,517	175,715	206,701
88/98 (rwd)	7,110	7,756	6,178	25,183	295,212	267,691
Olds 98 (fwd)	2,907	.....	2,675	11,230	.....	63,078
Calais	2,659	.....	1,981	7,767	.....	14,558
Toronado	1,064	935	905	3,938	34,769	36,887
Pontiac Total	11,456	11,320	8,018	42,971	345,630	447,515
Acadian†	.....	394	201	894	12,501	12,448
2000 Sunbird	2,368	2,753	166	8,011	91,249	118,764
1000	710	939	773	3,413	35,473	34,280
Firebird	1,692	2,822	1,065	3,964	81,729	90,211
Phoenix	.....	.....	.....	.....	21,291	14,116
Grand Prix/Bonneville	.....	1,723	.....	.....	80,282	29,733
Parisienne	1,845	714	1,831	8,781	8,746	36,471
Fiero	2,760	1,975	2,634	11,470	14,359	101,953
Grand Am	2,081	.....	1,348	6,438	.....	9,539
HONDA	3,000	1,400	3,136	12,152	40,301	112,759
VOLKSWAGEN	1,500	2,547	1,155	4,359	78,750	61,600
Total Cars, U. S.	173,065	163,947	153,352	654,417	5,535,164	6,542,829
Total Cars, Canada	11,875	20,340	15,590	68,174	789,986	862,858
N. American Cars	184,940	184,287	168,942	722,591	6,325,150	7,405,687
N. American Trucks	75,141	70,997	80,795	314,252	2,400,067	3,255,598
North American Cars and Trucks	260,081	255,284	249,737	1,036,843	8,725,217	10,661,285

†—All Acadians are built for sale in Canada. *—Estimated.